# INFORMATION LETTER

Not for Publication — NATIONAL CANNERS ASSOCIATION — For Members Only

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## N.C.A. Officers and Staff Speak at Canners Meetings

Canners in the Northwest—and other canners everywhere—have an important story to tell—their important contributions to the economic well-being of their communities.

It's a story of thousands of dollars invested in plant and equipment, returning valuable payments to many thousands of people in each canning community who grow, harvest, transport, and process canning crops.

N.C.A. President Louis Ratzesberger, Jr., in a principal address at the annual meeting of the Northwest Canners Association, this week urged canners to let the world know what good citizens they are.

He pointed out that the canning industry provides thousands of farmers an indispensable market for an appreciable part of their production, and that through their large-scale purchases canners help growers absorb risks involved in marketing other crops on the fresh market.

Also, Mr. Ratzesberger declared, canners rely heavily on people in the canning communities for manpower to help process the annual production of canned foods. Workers in the canning industry receive wages amounting to about $235,000,000 a year.

"In terms of size and spread," he stated, "you are an important part of the life of your own communities. In terms of performance you—and can-

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### Census of Packers of Dietetic Canned Foods

On March 3, all members of the N.C.A. were sent a copy of the new bulletin *Dietetic Canned Foods* and at the same time it was requested by letter that packers of these products write to the N.C.A. Research Laboratory and give a list of products packed by them.

Thus far, it is obvious that the listing is incomplete and it is suggested that packers who wish to be listed so inform the Laboratory as soon as possible.

# All Price Controls Ended; Records Must Be Preserved

"All sales of all commodities and services are exempt from price control."

So states Amendment 1 to GOR 44, issued and effective March 17, the seventh and final decontrol action in compliance with President Eisenhower's direction for orderly termination of price ceilings.

By law and by regulation, records of transactions made during the period of price controls must be preserved up to two years from the expiration of the price control provisions of the Defense Production Act on April 30.

Section 2 of GOR 44, issued and effective March 12, the next to last decontrol order, states:

"Sec. 2. *Preservation of Records.* Any record relating to a commodity or service exempted from price control, which you were required to have immediately prior to exemption, shall continue to be preserved and made available for examination by the Office of Price Stabilization, or any other authorized agency of the United States, for the time and in the manner stipulated in the regulation requiring you to have such record, except that in no case need records be preserved after April 30, 1955."

### RMA Citrus Committee

The RMA Citrus Research Advisory Committee at its meeting in Washington March 9-11 recommended greater emphasis on fundamental research and also emphasized the need for developing and conserving adequately trained scientific manpower to carry on the needed research and the need for dissemination of research findings to those concerned with their application.

*Production*—Top recommendations of the committee in production research were (1) materially expanding work on citrus tree diseases in all growing areas and the related work of production and testing of rootstocks for (a) resistance to diseases, nematodes, and unfavorable soil conditions, for (b) cold hardiness, and for (c) yield and fruit quality; and (2) expanding work on insect vectors of the "quick decline" disease of citrus trees in Florida, on the citrus blackfly in Mexico and Texas, on the Mexican fruit fly, and on the development of sterilization methods that will not damage eating and shipping qualities of Texas grown citrus, and on further investigation of the necessity for treating Texas citrus for sterilization against the Mexican fruit fly.

*Utilization*—Highest ranked recommendations in utilization research were (1) expanding work on a study of all important constituents of fresh and processed citrus juices, including organic acids and bitter substances in Florida citrus, and on the effect of culture, environment, and maturity of

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### Call for 1953 *Directory* Copy

Although approximately 30 percent of the forms for the 1953 *Canners Directory* have been received at Association headquarters, and listings have been changed according to canners' corrections, compilation of copy is being delayed by the absence of listings not yet received.

State listings cannot be completed until all the data is in. It is requested, therefore, that canners still holding *Directory* questionnaire forms return them to N.C.A. immediately.

# FOREIGN TRADE

## U. S. Export Trade Pattern

Fruits and vegetables were among exceptions to a new pattern of geographic distribution of United States exports in 1952, according to data published in the March 16 issue of *Foreign Commerce Weekly*, official publication of the U. S. Department of Commerce.

The outstanding change in the geographic pattern of U. S. exports was the sharp drop in nonmilitary exports to Western Europe, from $4.2 billion in 1951 to $3.4 billion last year. Shipments to Latin America declined by 6 percent to $3.7 billion, and those to the Far East also decreased moderately. On the other hand, the value of exports to Canada rose from $2.7 billion in 1951 to $3 billion in 1952.

Of 13 major commodity groups for which *Foreign Commerce Weekly* reported the dollar value of exports, fruits and vegetables were one of four groups for which the value of 1952 exports exceeded 1951, and were one of only three for which the value of 1952 exports to Western Europe was above the previous year.

This also reflected the shift in commodity composition—from consumption goods to developmental goods—that was a principal feature of last year's change in the export pattern. Increased exports in 1952 were registered for iron and steel, machinery, rice for the Far East, and fruits and vegetables, while exports of most finished and industrial goods were down.

The following table summarizes exports of leading commodities, by area, for 1951 and 1952, with information on destination of exports of fruits and vegetables:

| Commodity | 1951 | 1952 |
|---|---|---|
| | *(value in millions of dollars)* | |
| Automobiles, parts, accessories | 1,182 | 988 |
| Chemicals and related products | 981 | 801 |
| Coal and related products | 605 | 510 |
| Iron and steel mill products | 611 | 722 |
| Machinery, electrical, industrial | 1,871 | 2,155 |
| Petroleum and products | 585 | 577 |
| Textile manufactures | 819 | 663 |
| Cotton, unmanufactured | 1,146 | 874 |
| Tobacco and manufactures | 382 | 304 |
| Vegetable oils and oilseeds | 260 | 164 |
| Wheat and flour | 997 | 942 |
| Other grains and preparations | 487 | 540 |
| Fruits and vegetables | 201 | 246 |
| To Canada | 83 | 109 |
| To Latin America | 59 | 72 |
| To Western Europe | 40 | 49 |
| To Far East | 16 | 13 |
| To other areas | 3 | 3 |

## Food Marketing in Puerto Rico

The Governor of Puerto Rico has appointed a 16-man Food Advisory Commission to study marketing conditions and recommend solutions to existing deficiencies, with a view toward giving the population of Puerto Rico a greater variety of food at lower cost.

Chairman of the commission is Lansing P. Shield, president of the Grand Union Company, East Paterson, N. J. Others on the commission include Austin Igleheart, General Foods Corp., New York City; William G. Karnos, Beatrice Foods Co., Chicago; James McGowan, Jr., Campbell Soup Company, Camden, N. J.; John Paton, The John G. Paton Co., Inc., New York City; C. F. Seabrook, Seabrook Farms Co., Bridgeton, N. J.; and Francis H. Whitmarsh, Francis H. Leggett & Co., New York City.

## U. S. Trade Policy

President Eisenhower has requested Lewis Douglas, former Ambassador to Great Britain, to undertake a study of the nation's foreign economic relations and to submit a report on long-range foreign economic policy.

Mr. Douglas will head a committee that will examine the U. S. foreign trade position with respect to dollar balance, commodities, and markets.

The Douglas assignment is regarded as indicative that the President is not content with the recent report of the Public Advisory Board for Mutual Security, headed by Daniel W. Bell, which recommended steps to increase exports and imports.

## State Association Meetings

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ners everywhere—have made an impressive record in today's food economy. Whereas most food products have moved skyward in prices and have added to the high cost of living, canned fruits and vegetables have maintained a relatively stable position."

Mr. Ratzesberger pointed out that any industry that makes possible such benefits to consumer, farmer, and labor is performing a service in the public good.

"It's a good story," Mr. Ratzesberger said. "Why not tell it? The best public relations canners can build starts where there is the possibility of first-hand contact. For those in the canning industry, this means right in your own communities."

### Heiney at Tennessee-Kentucky

R. B. Heiney, Assistant to the Secretary of N.C.A., in addressing the annual meeting of the Tennessee-Kentucky Canners Association, reviewed the current status of legislation affecting the canning industry, the program of government procurement of canned foods, and the scheduled hearing on the Army's request for a Walsh-Healey Act exemption for annually purchased canned fruits and vegetables.

### Stier and Mahoney at Tri-State Meeting

Howard L. Stier, Director of the N.C.A. Division of Statistics, spoke on the supply and shipments of canned corn at a session held as part of the spring meeting of the Tri-State Packers Association this week.

Dr. C. H. Mahoney, Director of the N.C.A. Raw Products Research Bureau, appeared on the program at the same session. Dr. Mahoney spoke on corn growing problems.

# PROCUREMENT

## Amounts of Canned Foods Procured from 1951 Pack

Amounts of canned fruits and vegetables procured by the Army Quartermaster Corps from the 1951 pack for use of all the armed forces, and including quantities purchased for the Veterans Administration, have been made available to the N.C.A. by the Department of Defense.

Following are total 1951 purchases, in terms of standard cases, compared with the total industry pack:

**QMC Purchases of Canned Fruits and Vegetables from the 1951 Pack**

| Canned Fruits: | 1951 industry pack | QMC Purchases Quantity | Percent of 1951 pack |
|---|---|---|---|
| | *(000 cases basis #4/2½)* | | |
| Apples | 3,117 | 858.5 | 27.5 |
| Apple sauce | 5,507 | 417.8 | 7.6 |
| Apricots | 4,614 | 496.2 | 10.8 |
| Berries | 1,682 | 198.1 | 11.7 |
| Cherries, sweet | 900 | 123.5 | 13.7 |
| Cherries, RSP | 3,602 | 817.6 | 22.7 |
| Figs | 705 | 206.2 | 29.2 |
| Fruit cocktail | 9,002 (*) | 948.9 | 10.5 |
| Peaches | 22,803 | 1,934.2 | 8.5 |
| Pears | 6,647 | 762.6 | 11.5 |
| Pineapple | 10,929 | 935.8 | 8.6 |
| Plums | 2,338 | 178.9 | 7.7 |
| Total | 71,846 | 7,878.3 | 11.0 |

| Canned Vegetables: | 1951 industry pack | QMC Quantity Purchases | Percent of 1951 pack |
|---|---|---|---|
| | (000 cases basis 24/2½) | | |
| Asparagus | 4,795 | 519.5 | 10.8 |
| Beans, lima | 2,950 | 588.1 | 19.9 |
| Beans, green & wax | 19,440 | 1,527.3 | 7.9 |
| Beets | 7,532 | 134.8 | 1.8 |
| Carrots | 2,177 | 345.4 | 15.9 |
| Chili sauce | 1,245 | 6.4 | 0.5 |
| Corn | 25,576 | 1,910.8 | 7.5 |
| Peas | 33,916 | 2,679.0 | 7.9 |
| Pimientos | 447 | 37.2 | 8.3 |
| Pumpkin | 4,395 | 262.1 | 6.0 |
| Spinach | 7,648 | 399.1 | 5.2 |
| Sweet potatoes | 3,249 | 815.3 | 25.1 |
| Tomatoes | 31,770 | 4,083.2 | 12.9 |
| Tomato catsup | 18,534 | 1,686.7 | 9.1 |
| Tomato juice | 36,160 | 1,713.3 | 4.7 |
| Tomato paste | 10,725 (b) | 495.2 | 4.6 |
| Tomato puree | 7,737 | 181.7 | 2.3 |
| Total | 218,296 | 17,385.1 | 8.0 |

(*) Does not include fruit salad or mixed fruits.
(b) California only.

## Invitations for Bids

Headquarters, Market Center System, 226 West Jackson Blvd., Chicago, Ill.

Veterans Administration—Procurement Division, Veterans Administration, Wash. 25, D. C.

**The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is $10,000 or over.**

The QMC has invited sealed bids to furnish the following:

BEVERAGE BASES—39,672 gal. cont. of grape flavor, 54,724 gal. cont. of lemon flavor, 49,760 gal. cont. of lime flavor, and 82,428 gal. cont. of orange flavor. Bids due in Chicago under QM-11-009-53-861 by March 24.

# PERSONNEL

## National Preservers Assn.

The National Preservers Association elected the following officers recently at the association's annual meeting:

President—Buell H. Bedford, Bedford Products, Inc., Dunkirk, N. Y.; vice presidents—Kurel Meschter, The American Preserve Co., Philadelphia, Paul Smucker, The J. M. Smucker Co., Orrville, Ohio, and A. H. Blount, Tea Garden Products Co., San Leandro, Calif.; secretary-treasurer—John C. Fosgate, Chester C. Fosgate Co., Orlando, Fla. (reelected); managing director—W. Lowe Walde, Washington, D. C. (reelected). Headquarters of the National Preservers Association has been moved to 1346 Connecticut Ave., N. W., Washington 6, D. C.

# DEATH

## Frank H. Langsenkamp, Sr.

**Frank H. Langsenkamp, Sr., 75, founder and lifetime president of the F. H. Langsenkamp Company, canning machinery manufacturers, died March 15 at Indianapolis.**

One of the best known names in the canning machinery field, Mr. Langsenkamp had developed many equipment improvements, particularly in the field of cooking apparatus. He was active throughout his career in affairs of the Canning Machinery & Supplies Association and a well-known figure at the annual exhibit held in connection with the N.C.A. Convention each year. He was a Diamond member of the industry's Old Guard Society.

Born in Indianapolis in 1878, he was graduated from grade school at St. John's there and later attended school in Tueopolis, Ind. He started in business in 1894 in the brass foundry established by his father, William Langsenkamp, and in 1908 purchased the business and immediately started the manufacture of canning equipment, expanding the line of kettles and coils.

Among survivors are his son, Frank H. Langsenkamp, Jr., vice president of the firm.

## RMA Citrus Committee

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Texas grapefruit; and (2) initiating research on inactivating enzymes in frozen citrus concentrates without the use of heat.

*Marketing*—The committee gave top priority in its recommendations on marketing research to (1) expanding cooperative work on the effect of chemical treatments for citrus decay control on fruit quality; and (2) expanding work on the development of grades and standards for processed citrus products.

Among members of the committee attending the meeting were L. S. Hamme, Texsun Citrus Exchange, Weslaco, Tex., and Raymond D. Robinson, Dr. P. Phillips Canning Co., Orlando, Fla.

## Forthcoming Meetings

March 23-24—Canners League of California, 49th Annual Directors Conference, Santa Barbara Biltmore, Santa Barbara

March 23-24—Virginia Agricultural Extension Service, Virginia Canners School, Hotel Richmond, Richmond

March 24—Wisconsin Canners' Safety Institute, Hotel Loraine, Madison

March 25—Wisconsin Canning Technology Conference, University of Wisconsin, Madison

March 29-31—United States Wholesale Grocers Association, Convention and Exposition, Shoreham Hotel, Washington, D. C.

April 16—Indiana Canners Association, Spring Meeting, Claypool Hotel, Indianapolis

April 16—Tidewater Canners Association of Virginia, Inc., Annual Meeting, The Tides Inn, Irvington

May 5-6—Pennsylvania Canners Association, Sales Clinic, Pocono Manor, near Stroudsburg

June 14-15—Michigan Canners Association, Spring Meeting, Park Place Hotel, Traverse City

October 15-17—Florida Canners Association, Annual Meeting, Casa Blanca Hotel, Miami Beach

November 2—Illinois Canners Association, Fall Meeting, Chicago

November 9-10—Wisconsin Canners Association, 49th Annual Convention, Schroeder Hotel, Milwaukee

November 9-10—Michigan Canners Association, Fall Meeting, Pantlind Hotel, Grand Rapids

November 19-20—Indiana Canners Association, Annual Convention, French Lick Springs Hotel, French Lick Springs

November 23-24—Pennsylvania Canners Association, 39th Annual Convention, Penn Harris Hotel, Harrisburg

December 3-4—Tri-State Packers Association, Inc., 50th Annual Meeting

December 10-11—New York State Canners and Freezers Association, Inc., 68th Annual Convention

# CONGRESS

## Antitrust Penalties

The Committee on the Judiciary on March 19 reported H.R. 2237, to increase from $5,000 to $50,000 the maximum penalty for violation of the Sherman Act.

Similar legislation has been approved by committees in prior sessions of Congress.

## Food and Drug Exports

Representative Van Zandt (Pa.) on March 16 introduced H. R. 4001, to amend Section 801(d) of the Federal Food, Drug, and Cosmetic Act with respect to exports of food products. The bill would require that food for export must meet any applicable federal standard, unless its failure to meet domestic standards and regulations results from compliance with a corresponding foreign standard.

# STATISTICS

## Stocks and Shipments of Canned Fruits

Reports on canners' stocks and shipments of canned apples, apple sauce, and RSP cherries have been compiled by the N.C.A. Division of Statistics.

**Canned Apple Stocks and Shipments**

| | 1951-52 | 1952-53 | Change from 1951-52 |
|---|---|---|---|
| | *(basis 6/10's)* | | *(percent)* |
| Carryover, Aug. 1 | 1,953,263 | 1,279,630 | −34 |
| Pack, July-Feb. | 3,372,992 | 2,507,467 | −26 |
| Supply | 5,326,255 | 3,787,106 | −29 |
| Stocks, March 1 | 2,622,056 | 1,273,716 | −51 |
| Shipments during Feb. | 388,369 | 221,569 | −43 |
| Shipments, Aug. 1-March 1 | 2,704,199 | 2,513,390 | − 7 |

**Apple Sauce Stocks and Shipments**

| | 1951-52 | 1952-53 | Change from 1951-52 |
|---|---|---|---|
| | *(actual cases)* | | *(percent)* |
| Carryover, Aug. 1 | 3,497,080 | 1,474,654 | −58 |
| Pack, Aug.-Feb. | 9,350,716 | 9,088,665 | − 3 |
| Supply | 12,847,805 | 10,563,319 | −18 |
| Stocks, March 1 | 5,964,816 | 3,487,668 | −42 |
| Shipments during Feb. | 1,288,620 | 840,994 | −35 |
| Shipments, Aug. 1-March 1 | 6,882,989 | 7,075,651 | + 3 |

**RSP Cherry Stocks and Shipments**

| | 1951-52 | 1952-53 | Change from 1951-52 |
|---|---|---|---|
| | *(actual cases)* | | *(percent)* |
| Carryover, July 1 | 29,930 | 212,949 | +611 |
| Pack | 4,672,041 | 3,892,004 | − 17 |
| Total supply | 4,701,991 | 4,104,953 | − 13 |
| Stocks, March 1 | 859,285 | 700,966 | − 18 |
| Shipments during Feb. | 291,556 | 280,529 | − 4 |
| Shipments, July 1-March 1 | 3,842,706 | 3,403,987 | − 11 |

## Potatoes and Sweet Potatoes

Planted acreages of potatoes and sweet potatoes in 1953 are expected to exceed last year, according to the Bureau of Agricultural Economics.

On the basis of farmers intentions to plant, a total of 1,509,000 acres will be planted to potatoes this year, 6.5 percent above last year, and sweet potato acreage will total 1,659,000 acres, 9.7 percent above 1952 planted acreage.

## Dry Edible Beans and Peas

Planted acreage of dry edible beans and dry edible peas in 1953 will exceed 1952 plantings, according to the Bureau of Agricultural Economics.

Planted acreage of dry edible beans is forecast by BAE at 1,332,000 acres, 1 percent above 1952. Dry field peas are indicated at 234,000 acres, 2.6 percent above last year's plantings.

BAE also indicated planted acreage of soybeans at 15,862,000 acres, up 1.4 percent.

## 1951 Census of Manufactures: Canning Industry

General statistics on the canning industry were published in the advance report of the 1951 Annual Survey of Manufactures, issued March 11 by the Bureau of the Census, U. S. Department of Commerce.

The industries covered in the report employed an average of 15,612,619 persons and added a value of $102,085,814 by their manufacturing in 1951. Value added by manufacture is calculated by subtracting cost of materials, supplies, containers, fuel, purchased electric energy, and contract work from the value of the products.

The "food and kindred products" industry employed an average of 1,473,560 persons and added $10,578,846 in value to their products.

The following table lists data for "canning and preserving, except fish" and for "canned sea food" for 1951, compared with 1947 data:

**General Statistics for Canning and Preserving and the Canned Sea Food Industry United States Totals: 1947 and 1951**

| Item | —Canning and Preserving— 1947 | 1951 | Percent change | —Canned Sea Food— 1947 | 1951 | Food— Percent change |
|---|---|---|---|---|---|---|
| All employees: | | *(money figures and man-hours in millions)* | | | | |
| Number (average for the year) | 136.0 | 140.6 | + 3.4 | 20.2 | 19.1 | − 5.2 |
| Salaries and wages (total) | $ 288.4 | $ 368.7 | +27.8 | $ 37.2 | $ 47.1 | +26.7 |
| Production and related workers: | | | | | | |
| Number (average for the year) | 121.9 | 125.5 | + 2.9 | 18.9 | 17.6 | − 7.0 |
| Man-hours (total) | 243.4 | 244.7 | + 0.6 | 30.1 | 26.3 | −12.7 |
| Wages (total) | $ 234.9 | $ 296.6 | +26.3 | $ 31.8 | $ 37.4 | +17.8 |
| Value added by manufacture [1] | $ 609.9 | $ 779.1 | +27.7 | $ 96.8 | $101.5 | + 4.9 |
| Cost of materials, fuels, electricity and contract work | $1,030.8 | $1,514.6 | +46.9 | $129.7 | $149.4 | +15.2 |
| Value of products shipped | $1,640.7 | $2,266.5 | +38.1 | $226.5 | $251.0 | +10.8 |

[1] Value of production less cost of materials, fuel, electricity, and contract work.

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